



**McAndrew**<sup>TM</sup>

## **Corporate Profile**

*Project Marketing*

*Residential Sales*

*Development Site Sales & Acquisition*

*Property Development & Consultancy*

*Property Management*

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## Who we are

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*No matter how complex your property question may be, McAndrew Property Group has the capabilities and expertise to deliver the right answer at the right time, so you can move forward and achieve the results you require. Welcome to McAndrew Property Group.*”

With a qualified depth of knowledge and experience built through over 30 years in property, McAndrew's expertise extends across all facets of residential Real Estate.

Whether you require Project Marketing, Property Development, Consultancy, Residential Sales or Property Management, our service is backed by a dedicated team of industry professionals committed to achieving positive outcomes for our clients. With both national and international networks, McAndrew Property Group combines global reach with the personalised approach of a proud family-owned business.

## Our Mission

At McAndrew Property Group, we understand that real relationships deliver real success. Our highly skilled team of industry professionals drive our proven track record in project delivery and sales, and are motivated to ensuring the full realisation of your vision. With our consultative and proactive approach, we provide tailored solutions designed to deliver the best possible outcomes for our clients. At McAndrew Property Group we go the extra mile to help you achieve success, because nothing is more satisfying than seeing our clients prosper through real estate.

## Our Team



### John McAndrew

#### Director and Principal

John's experience spans over forty years in the property industry. Over the last 22 years, John has worked as a leading property investor mentor and marketer, assisting first time investors and consulting major developers.

John's skills and experience in company management, project marketing, property management, sales management and leadership are put to use in the day-to-day operations of the McAndrew Property Group.

#### Qualifications and Experience

- Licenced Real Estate Agent No. 2205472
- Certificate IV in Human Resource Management
- QBCC Licence No. 14595/H2
- Published author
- Over 45 years property and business experience
- Fellow of the Real Estate Institute of QLD (REIQ)

#### Recent Achievements

- Consultancy to QLD State Government to assist in project sales and sales training throughout Queensland
- Ongoing training and leadership of the McAndrew Group residential sales team
- Management & sale of \$33 million Evolve Apartments, Chermside



## Matt McAndrew

### Director - Development

As one of the Directors of the business, Matt McAndrew is responsible for overseeing the property development and development consultancy side of the business, taking a hands-on approach to ensuring the success of each project. His entire working life has been within the property industry and the relationships he has built with key partners over the last 17 years have strengthened his success in the industry.

#### Qualifications and Experience

- Bachelor of Applied Science (Construction Management)
- Diploma of Business (Real Estate Management)
- Certificate IV in Real Estate Agency Practices
- Certificate IV in Property Services
- 17 years Property Development experience
- Real Estate Salesperson No. 3608239
- QBCC Licence No 1098614

#### Recent Achievements

- Current development portfolio of \$500m on completion
- \$40m townhouse projects in Brisbane - appointed as Development Manager, on behalf of Significant Investor Visa client from China
- Previously held senior development positions with one of Australia's largest residential developers, managing a portfolio of over 17,500 lots valued at \$3.5B



## Scott McAndrew

### Director - Sales

Scott has been a Director of McAndrew Property Group since 2010 and has been in the property industry since 2002. Responsible for overseeing the day to day operations of the business, Scott manages the project marketing division and the local residential sales team. This role has allowed Scott to develop strong relationships with Queensland's leading property developers, as well as maintaining and growing a large network of national and international investment channel partners. Scott's knowledge and contacts within the industry allow him to deliver solutions to clients for a wide variety of project types and locations.

#### Qualifications and Experience

- Certificate IV in Property (Real Estate) Sales
- Licenced Real Estate Agent No. 3248177
- Diploma of Financial Services
- 15 years Property experience

#### Recent Achievements

- Consultancy to some of Queensland's leading private developers on product mix, design, pricing and strategies to deliver projects to market
- Design and implementation of successful sales campaigns achieving results both on market and off market
- Managed over \$100 million in total sales volume for 2016
- Over 300 settled sales 2015/2016

## Linda Kane

### Senior Property Manager

Linda has been employed in the Real Estate industry for the past 26 years. Linda's first 9 years in the industry involved Real Estate sales in Brisbane and Interstate, with the last 17 years dedicated to Property Management with McAndrew Property Group. Linda's passion for helping and dealing with people is one of the major reasons for her longevity within this industry.



#### Qualifications and Experience

- *Certificate IV in Real Estate Agency Practices*
- *Licensed Real Estate Agent No. 3118969*
- *Over 25 years property experience*
- *17 years property management with McAndrew Group*

## Gaby Riess

### Property Manager

Gaby's extensive property experience spans across sales and property management, providing her with a strong understanding of what is expected of her from both the tenant and the owner. Gaby's helpful, calm manner, exceptional work ethic, eye for detail, as well as strong organisational and communication skills, ensure the customer is well informed and the job is done to the best outcome for all parties. Gaby genuinely believes that each property should be managed as if it was her own, and her professional hands-on approach always aims to look after their best interests.



#### Qualifications and Experience

- *Licensed Real Estate Agent No. 2602302*
- *14 years property experience*

## Agatha McAndrew

### Operations Manager

Agatha joined the business in June 2014, as a result of the rapid growth the business was experiencing. Her previous experience in HR, business partnering with various teams in corporate organisations, exposed her to a diverse range of the operations of a business which has allowed her to easily transition into this role and apply the necessary expertise. Her experience, coupled with a genuine interest in the property industry has resulted in a great match.



#### Qualifications and Experience

- *Bachelor of Business (Double major: Human Resource Management and International Business)*
- *10 years' HR experience in large commercial and not for profit organisations*
- *Certificate IV in Property Sales*

#### Recent Achievements

- *Successful implementation of Client Management System*
- *Development and implementation of all necessary HR and operational policies and processes*
- *Staff recruitment and management as the business continues to grow*

## Krystal Lynch

### Sales Support Coordinator

Krystal began her property experience with McAndrew Property Group as a Property Administrator. Due to her exceptional customer service, willing attitude and determination to learn, her promotion to Sales Support Coordinator was well deserved. Krystal is a fantastic support to the sales team, managing the entire contract admin process, as well as providing marketing and administrative assistance.



#### Qualifications and Experience

- *5 years administration experience*
- *3 years property experience*

## Lee Dwyer

### Senior Sales & Marketing Specialist

Lee Dwyer has gained an outstanding reputation on the Brisbane property scene with his winning attitude and experience negotiating and delivering record-breaking results for his clients. With the support of his team as Brisbane's inner city residential and development expert, Lee's extensive knowledge and understanding of the current market alongside his strong work ethic and ability to achieve the best outcome for his clients is evident in his results.



#### Qualifications and Experience

- Certificate IV in Real Estate Agency Practices
- 15 years property experience

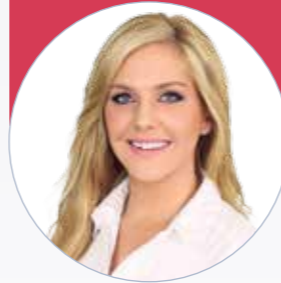
#### Recent Achievements

- Sellout of Marsden Land Estate (22 blocks)
- Sales for 2016 exceeding \$31 Million Dollars
- Sales for 2015 exceeding \$32 Million Dollars

## Brooke Hawthorne

### Sales & Marketing Specialist

With her entire family in the medical industry, straying from her families desired path was never an easy decision, but her love for real estate outweighed any other option. Always being ready to go above and beyond for her endless list of clients, Brooke has realised that her passion for real estate is not about property but it was about people. Whether buying or selling there is no one more focussed on achieving an outstanding result than her, and there is no one else you would want standing in your corner.



#### Qualifications and Experience

- REIQ Real Estate Agent Full License
- Diploma of Business Management
- Real Estate Industry since 2011

#### Recent Achievements

- Auction Clearance Rate of 84%
- Average Days on Market - 34 days

## Project Marketing



As a leading and experienced project marketing firm, McAndrew Property Group's strong track record includes the successful promotion of landmark residential projects across Queensland - since 1995.

Whether it's a boutique apartment complex or multistage master planned community, McAndrew Property Group has the capabilities to realise the full potential of your project. Our collective experience and results-driven culture ensures that your project is optimised for current market conditions, appeals to target audiences, and achieves decisive market differentiation.



#### Our Project Marketing services include:

- Complete Consultancy Service
- Pricing Strategy & Methodology
- Project Advisory Services from Concept to Product Design
- Branding & Positioning
- Media Campaign Strategy
- Design & Implementation of Detailed Marketing Campaigns
- Land Estate Sales
- House and Land Packages
- Sales Office Design, Fit-out & Staffing
- Qualified Sales Team & Support Team
- Lead/Enquiry Monitoring & Database Regeneration
- CRM/CMS & EDM Software Systems
- Display Villages



## Development Site Sales & Acquisition Sales



With McAndrew Property Group, you gain access to a team of proven industry specialists with a strong track record in development site sales and acquisitions.

From individual property owners to large development corporations, our cost-effective professional service ensures that our clients are well placed to take advantage of every available opportunity in the market.

**Our Development Site Sales & Acquisition services include:**

- Market leading sales campaigns
- Feasibility and development analysis
- Site identification and off market acquisition
- Extensive database of qualified builders and developers
- Consultancy on design, product mix and marketing or off market sales strategies

## Residential Sales



Selling your property is often a life-changing decision. With McAndrew Property Group, you don't have to do it alone. Whether you are selling an inner-city apartment or land allotment, our team of proven sales specialists take the stress out of the sales process and get you closer to that dream result. Combining extensive local knowledge with best-practice marketing techniques, McAndrew Property Group's team of selling agents ensure the best possible representation of your property for maximum market impact.

**Our Residential Sales services include:**

- Comprehensive Appraisal Process
- Effective & Detailed Communication Strategy
- Strategic Sales Process
- Administrative and contract support staff and systems
- Value for money effective marketing solutions





## Property Development & Consultancy



McAndrew Property Group is a trusted name in property development, delivering exciting residential projects to the Queensland marketplace, and providing domestic and international clients with direct access to high quality investment opportunities.

As respected industry consultants, McAndrew Property Group understands the need to reduce risk and achieve maximum results in a minimum timeframe. Our consultancy service provides strategic direction at each stage of the development process, from site identification to market launch.

### Our Property Development & Consultancy services include:

- Property Development, Joint Ventures & Development Management
- Development Consultancy, Management & Site Identification
- Sourcing of Equity/Debt & JV Partners

## Property Management



At McAndrew Property Group, we understand and appreciate the importance of your investment property. Which is why we strive to manage your property in the most financially rewarding manner to ensure you receive the maximum return on your investment. Your peace of mind is assured, as we manage your investment property the way we would like it to be managed if it were our own property.

### Our Project Marketing services include:

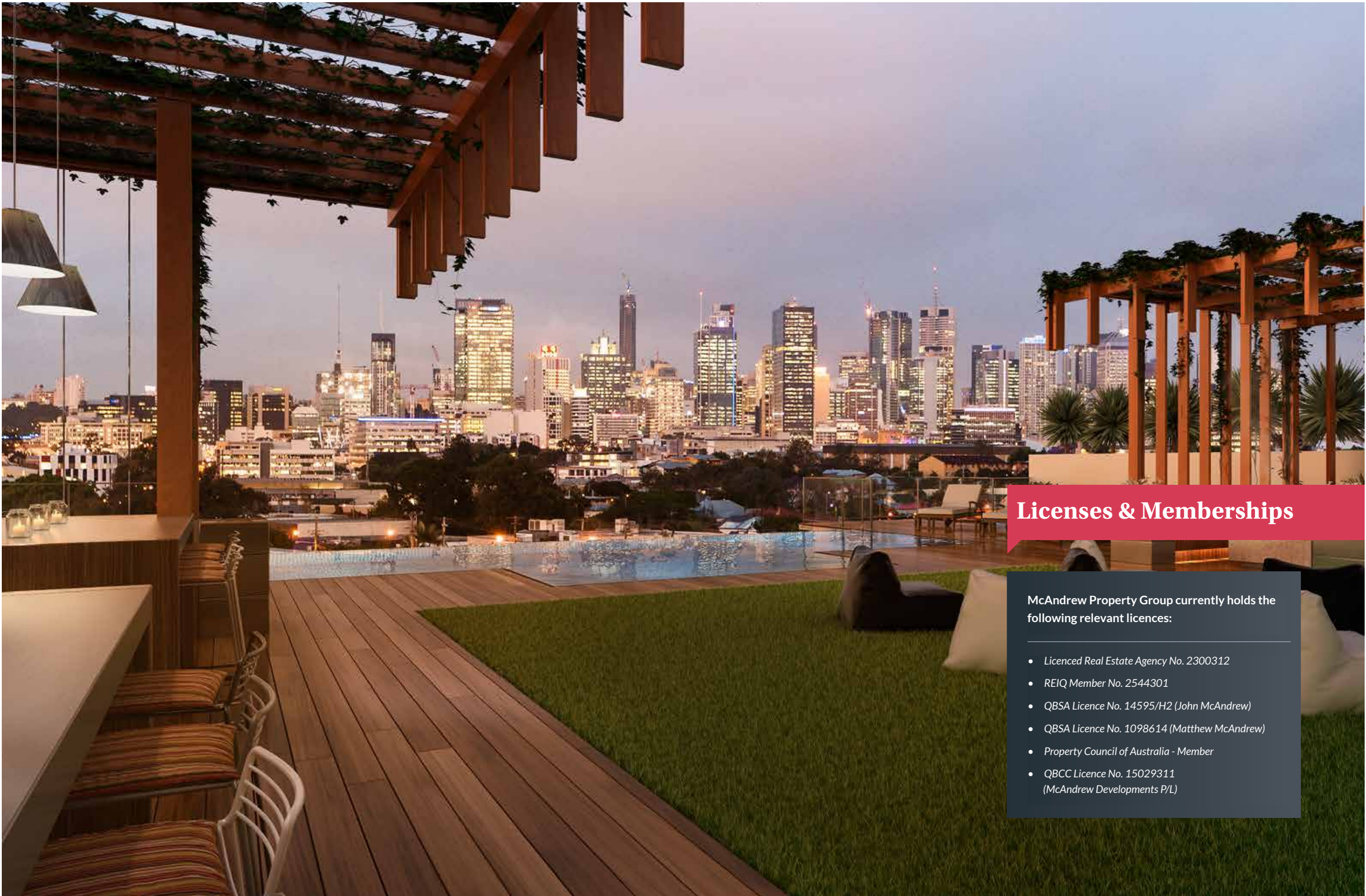
- Comprehensive Property Management Service
- Prompt Client Communication
- Coordination of Repairs & Maintenance
- Tenant Selection
- Tenancy Application Screening
- Routine Property Inspections
- Document Management
- End of Month Reporting
- Daily Checks on Rental Receipts
- Advertisement
- Pre-placement Consultation
- Rental Reviews

*"Issues have been dealt with promptly and professionally; if I have missed addressing something, I get a gentle reminder.... I am always kept up to date with tenant issues and I always get such good, apt feedback."*

*"McAndrew went beyond the call of duty at times and always confidently dealt with whatever problems that we were confronted with."*

*"McAndrew helped us achieve a great rental return and selected a great tenant. They took care of all matters which let us just sit back and let the property do its thing. It was a great experience."*





## Licenses & Memberships

McAndrew Property Group currently holds the following relevant licences:

- *Licensed Real Estate Agency No. 2300312*
- *REIQ Member No. 2544301*
- *QBSA Licence No. 14595/H2 (John McAndrew)*
- *QBSA Licence No. 1098614 (Matthew McAndrew)*
- *Property Council of Australia - Member*
- *QBCC Licence No. 15029311 (McAndrew Developments P/L)*





# McAndrew™

Level 1, 1163 Sandgate Road,  
Nundah Q 4012  
PO Box 316, Nundah Q 4012

07 3266 8555  
info@mcandrewgroup.com.au  
mcandrewgroup.com.au

**EST.**  
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